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SAN JACINTO **UNIFIED SCHOOL DISTRICT**
EDUCATING AND INSPIRING EXCELLENCE

Shari L. Fox, Ed.D., District Superintendent
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Mrs. Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

April 11, 2013

**RE: APPEAL OF NOVEMBER 29, 2012 FUNDING COMMITMENT DECISION LETTER for FY2012 (Year 15)
FRN 2395559 and ADMINISTRATOR'S DECISION ON APPEAL – FUNDING YEAR 2012-2013 DATED
FEBRUARY 12, 2013**

CC DOCKET NO. 02-6

To Whom It May Concern:

San Jacinto Unified School District requests reconsideration of the Funding Commitment Decision for Funding Request Number (FRN) 2395559.

Detailed contact information

Appellant/Organization Name: **San Jacinto Unified School District**
Billed Entity Number: **143758**
Contact Person Name: **John Mollway**
Contact Mailing Address: **40335 Winchester Rd, Ste E522, Temecula, CA 92591**
Contact Phone Number: **(951) 249-3346**
Fax: **(866) 837-6612**
E-mail address: **erate@sanjacinto.k12.ca.us**

San Jacinto Unified School District (SJUSD or District), Billed Entity Number 143758, is appealing the Funding Commitment Decision Letter (FCDL) for Funding Year 2012 dated November 29, 2012 for Funding Request Number (FRN) 2395559, and subsequent Administrator's Decision on Appeal – Funding Year 2012-2013 dated February 12, 2013.

Specifically the District is appealing the FCDL decision that "Thirty percent or more of this FRN includes a request for PVS 400 IP PLUS which is an ineligible products(s) or service(s) based on Program rules" and the Administrator's Decision on Appeal statement that "Your FCC Form 471 application included costs for the following ineligible products and/or services: PVS 400 IP PLUS."

Summary of Appeal Request

San Jacinto Unified School District is filing this appeal based on the fact that the District applied for funding in good faith using all publicly available information. All indications, including 1) the Eligible Services List (ESL) for Funding Year 2012 as established by the FCC and 2) the Universal Service Administrative Company (USAC)

Eligible Products Database, are that the products and services are eligible as requested. To date, nothing publicly available from Universal Service Administrative Company (USAC) contradicts this.

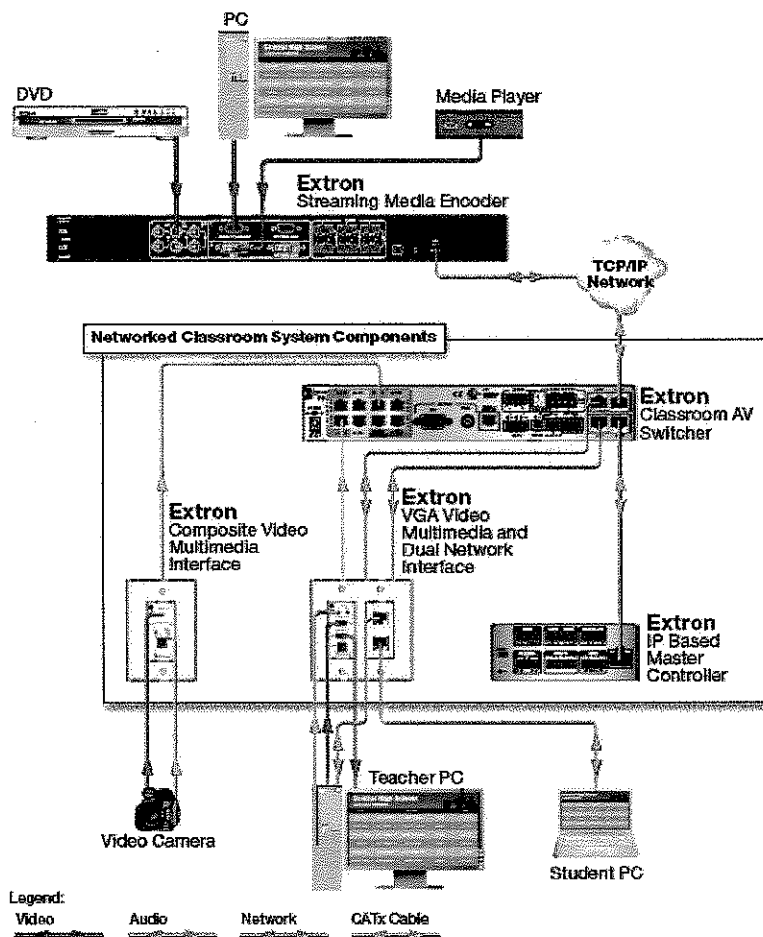
Background of Appeal Request

1. Extron PoleVault systems have been eligible and funded in FY2011 (Year 14) and prior years.
2. On January 17, 2011, eleven days after the associated Form 470 (#2856200009922635) was posted, USAC approved a service substitution for PoleVault systems, further affirming eligibility of the requested products. (See *Attachment 1*)
3. The ESL for FY2012 lists specific Video Components as eligible under Internal Connections. The PoleVault systems are primarily comprised of these eligible Video components plus miscellaneous other eligible IC components. (See *Attachment 4*)
4. The USAC Eligible Products Database (EPD) listed PoleVault systems as eligible at the time the FRN was submitted.
5. The EPD currently lists the PoleVault systems as eligible. (See *Attachment 2*)
6. The manufacturer web site lists PoleVault systems as E-rate eligible. (See http://media.extron.com/download/files/brochure/erate_classroomavsystems.pdf)
7. The Service Provider web sites list PoleVault systems as E-rate eligible. (See <http://www.digitalnetworksgroup.com/news-article.php?news=extron-pole-vault>)
8. According to the USAC Client Service Bureau (CSB) Case #22-456840, there is no publicly available Program guidance which an applicant could access to determine that PoleVault systems are ineligible beginning in FY2012 (Year 15). (See *Attachment 3*)
9. There is no significant change from the FY2011 ESL to the FY2012 ESL which would cause the PoleVault system to change from eligible in FY2011 to FY2012.
10. Ineligible components such as speaker, speaker cable, projector mount and projector cable are already cost allocated out of the funding request in compliance with the cost allocation process indicated under Special Eligibility Conditions section of the ESL FY2012. (See *Attachment 4*)
11. In case #22-456840 the CSB states that "Extron may sell a CODEC ... that may be eligible." (See *Attachment 3*)
12. During Program Integrity Assurance (PIA) review, the District was not provided an option to provide additional cost allocation to remove any additional items which USAC considered to be ineligible beyond the previously approved 14% cost allocation.

Additional Information

According to all of the public information posted and provided by the FCC and USAC, the Extron PoleVault Systems are eligible as Video Components under the Internal Connections Category of the Eligible Services List for Funding Year 2012. The Extron PoleVault systems provide the necessary infrastructure to enable students to fully experience audio and video in the individual classrooms and public areas of the libraries for many applications, including distribution of video over IP and video conferencing.

The following diagram demonstrates a typical Extron PoleVault System. The eligible Video Components included in the PoleVault System are shown in the outlined area; the items outside of the outlined area are not included in the PoleVault System.

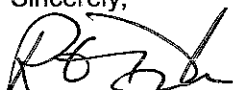


Appeal Request

San Jacinto Unified School District requests reconsideration of Funding Request Number 2395559 to include funding of all eligible products and services with an option to provide additional cost allocation if required according to Program rules. The District also requests that the FCC make a determination that these products are capable of providing eligible service as defined by the Eligible Services List for Funding Year 2012 under the category of Video Components within the Internal Connections section.

Thank you for your consideration on this matter.

Sincerely,


Richard De Nava

Assistant Superintendent, Business Services

CC: Digital Networks Group
Extron Systems



Universal Service Administrative Company
Schools & Libraries Division

January 17, 2011

Robert Bird
Extron Electronics
1230 South Lewis St.
Anaheim, CA 92805

Robert,

This is in response to your Global Service Substitution request, per fax dated October 12, 2010, for:

<u>End of Life</u>	<u>Product ID</u>	<u>Approved Substituted Product</u>	<u>Product ID</u>
PVS 200IP, two input PoleVault IP System	80-200-03	PVS 200IP, two input PoleVault IP Plus System	80-200-13
PVS 300IP, three input PoleVault IP System	80-300-03	PVS 300IP, three input PoleVault IP Plus System	80-300-13
PVS 400IP, four input PoleVault IP System	80-400-03	PVS 400IP, four input PoleVault IP Plus System	80-400-13
WVS 200IP, two input WallVault IP system	80-210-03	WVS 200IP-ST, two input WallVault IP system, short throw	80-210-13
WVS 300IP, three input WallVault IP system	80-310-03	WVS 300IP-ST, three input WallVault IP system, short throw	80-310-13
WVS 400IP, four input WallVault IP system	80-410-03	WVS 400IP-ST, four input WallVault IP system, short throw	80-410-13

This is determined to be an acceptable substitution when used for eligible purposes.

You may provide applicants with a copy of this letter. Including this letter as attachments to request for payment will speed up the approval process.

Please do not hesitate to contact me if further clarification of this letter is required. I can be reached by phone, e-mail or write me at "SLD, P. O. Box 685-Correspondence Unit, 30 Lanidex Plaza, Parsippany, NJ 07054-0685."

Thank you for cooperation and continued support of the Universal Service Program.

Sincerely,

Elvira Coopers
Service Substitutions
Schools & Libraries Division
Phone: 973-581-5194
Fax: 973-599-6545
ecooper@sl.universalservice.org


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Search criteria: manufacturer(rgb systems, inc)
product([< all >])

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100 per page

Manufacturer	Product Name	SKU	Description	Product Type	View More
RGB Systems, Inc	MTP R AV RCA	60-541-61	Composite video and audio receiver for use with a centralized video and audio ma	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	SME 100 HD	60-1061-01	H.264 High Definition encoder with three input switch	CODEC / Video Encoder	VIEW MORE ▶
RGB Systems, Inc	SME 100 SD	60-1061-02	H.264 Standard Definition encoder with three input switch	CODEC / Video Encoder	VIEW MORE ▶
RGB Systems, Inc	MTPX 3232	60-894-01	Centralized video and audio matrix switching system	PVBX	VIEW MORE ▶
RGB Systems, Inc	WVS 210IP-WM	80-220-03	Two Input WallVault IP System, wallmount	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	WVS 310IP-WM	80-320-03	Three Input WallVault IP System, wallmount	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	WVS 410IP-WM	80-420-03	Four Input WallVault IP System, wallmount	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	WVS 200IP	80-210-03	Two Input WallVault IP System	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	WVS 300IP	80-310-03	Three Input WallVault IP System	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	WVS 400IP	80-410-03	Four Input WallVault IP System	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	PVS 200IP	80-200-03	Two Input PoleVault IP System	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	PVS 300IP	80-300-03	Three Input PoleVault IP System	Video Equipment (other)	VIEW MORE ▶
RGB Systems, Inc	PVS 400IP	80-400-03	Four Input PoleVault IP System	Video Equipment (other)	VIEW MORE ▶

[Back](#) [1] [Next](#)

John Mollway

From: sldnoreply@sl.universalservice.org
Sent: Wednesday, January 23, 2013 1:37 PM
To: john@edimensionconsulting.com
Subject: RE: Initial Contact, Case# 22-456840

Thank you for your inquiry. The following information is not publicly available: Starting with FY2012, Extron PoleVault and WallVault Systems are ineligible. The eligible portion generally ends at the RJ45 jack. In-classroom cabling (beyond the RJ45 jack), DVD/CDROM players, audio amplifiers, projectors and associated switches and jacks are considered end-user equipment. While these systems are ineligible, Extron may sell a codec independent of the PoleVault and WallVault system that may be eligible.

If you ever have questions about the eligibility of a specific item, you may contact our Helpline to inquire.

If you have any further questions, please feel free to contact our Schools and Libraries Helpline at 1-888-203-8100. Please remember to visit our website for updates: <http://www.usac.org/sl>

Thank you,
Schools and Libraries Division
Universal Service Administrative Company

-----Original Message-----

From: john@edimensionconsulting.com
Subject: Initial Contact

[FirstName]=John
[LastName]=Mollway
[JobTitle]=Consultant
[EmailAddress]=john@edimensionconsulting.com
[WorkPhone]=9512493346
[FaxPhone]=8668376612
[PreviousCaseNumber]=0

[FormType]=Eligible Services
[Owner]=TCSB
[DateSubmitted]=1/23/2013 12:44:18 PM
[AttachmentFlag]=N[Question2]=Where can an applicant find publicly available, written documentation that confirms eligibility or ineligibility of products such as RGB Systems, Inc. PVS 400IP Plus (SKU 80-410-13)? This product and similar products have received funding in recent years, but now are being denied funding as ineligible products on recent Funding Commitment Decision Letters (FCDLs).

1. The products were eligible in FY2011 (Year 14).
2. There has been no significant change to recent Eligible Services Lists that seem to affect the eligibility of these products.
3. The products are currently listed as eligible in the Eligible Products Database on the Universal Service Administrative Company (USAC) website.
4. The manufacturer has an approved Global Service Substitution letter dated 01/17/2011 for these products.
5. Manufacturer and resellers web sites still list these products as E-rate eligible.

Where on the USAC web site, Eligible Services List, FCC Order or other official source can an applicant determine eligibility of these products for FY2012 (Year 15) and future funding years?

Product Name	Manufacturer	SKU or ID No.	Product Type	Description	MSRP	Eligible %	Ineligible Components
WVS 200IP	Extron Electronics	80-210-03	Video Components	Two Input WallVault IP System	\$ 3,934.00	91%	Speaker, Speaker Cable, Projector Cable
WVS 300IP	Extron Electronics	80-310-03	Video Components	Three Input WallVault IP System	\$ 4,244.00	91%	Speaker, Speaker Cable, Projector Cable
WVS 400IP	Extron Electronics	80-410-03	Video Components	Four Input WallVault IP System	\$ 4,534.00	92%	Speaker, Speaker Cable, Projector Cable
PVS 200IP	Extron Electronics	80-200-03	Video Components	Two Input PoleVault IP System	\$ 4,134.00	84%	Speaker, Speaker Cable, Projector Mount, Projector Cable
PVS 300IP	Extron Electronics	80-300-03	Video Components	Three Input PoleVault IP System	\$ 4,436.00	85%	Speaker, Speaker Cable, Projector Mount, Projector Cable
PVS 400IP	Extron Electronics	80-400-03	Video Components	Four Input PoleVault IP System	\$ 4,722.00	86%	Speaker, Speaker Cable, Projector Mount, Projector Cable

WVS 200IP System Pricing - 80-210-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
WMK 100	WallVault™ Wall Mount	\$ 226.00	1	\$ 226.00	Racks and cabinets	Wall Mount Cabinet	100%	\$ 226.00	\$ -
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-/15	Male to Male Micro VGA	\$ 60.00	1	\$ 60.00	Cabling / Connectors	Cable	100%	\$ 60.00	\$ -
Cable-Video 15'	RCA Male to Male Single	\$ 10.00	1	\$ 10.00	Cabling / Connectors	Cable	100%	\$ 10.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	2	\$ 40.00	Not Eligible	Not Eligible	0%	\$ -	\$ 40.00
Plenum Cat 5 35'	Plenum Category 5	\$ 20.00	3	\$ 60.00	Cabling / Connectors	Cable	100%	\$ 60.00	\$ -
Total MSRP				\$3,934.00					
Eligible MSRP				\$3,570.00					
Ineligible MSRP				\$364.00					
% Eligible				91%					
% Ineligible				9%					

WVS 300IP System Pricing - 80-310-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB D	PoleVault VGA Video	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
WMK 100	WallVault™ Wall Mount	\$ 226.00	1	\$ 226.00	Racks and cabinets	Wall Mount Cabinet	100%	\$ 226.00	\$ -
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-15	Male to Male Micro VGA	\$ 60.00	1	\$ 60.00	Cabling / Connectors	Cable	100%	\$ 60.00	\$ -
Cable-Video 15'	RCA Male to Male Single	\$ 10.00	1	\$ 10.00	Cabling / Connectors	Cable	100%	\$ 10.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	2	\$ 40.00	Not Eligible	Not Eligible	0%	\$ -	\$ 40.00
Plenum Cat 5 35'	Plenum Category 5	\$ 20.00	5	\$ 100.00	Cabling / Connectors	Cable	100%	\$ 100.00	\$ -
Total MSRP				\$4,244.00					
Eligible MSRP				\$3,880.00					
Ineligible MSRP				\$364.00					
% Eligible				91%					
% Ineligible				9%					

WVS 400IP System Pricing - 80-410-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	2	\$ 540.00	Video Components	Enhanced Multimedia Interface	100%	\$ 540.00	\$ -
PVT RGB D	PoleVault VGA Video	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
WMK 100	WallVault™ Wall Mount	\$ 226.00	1	\$ 226.00	Racks and cabinets	Wall Mount Cabinet	100%	\$ 226.00	\$ -
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-15	Male to Male Micro VGA	\$ 60.00	1	\$ 60.00	Cabling / Connectors	Cable	100%	\$ 60.00	\$ -
Cable-Video 15'	RCA Male to Male Single	\$ 10.00	1	\$ 10.00	Cabling / Connectors	Cable	100%	\$ 10.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	2	\$ 40.00	Not Eligible	Not Eligible	0%	\$ -	\$ 40.00
Plenum Cat 5 35'	Plenum Category 5	\$ 20.00	6	\$ 120.00	Cabling / Connectors	Cable	100%	\$ 120.00	\$ -
Total MSRP				\$4,534.00					
Eligible MSRP				\$4,170.00					
Ineligible MSRP				\$364.00					
% Eligible				92%					
% Ineligible				8%					

PVS 200IP System Pricing - 80-200-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
PCM 340	Projector Drop Ceiling	\$ 182.00	1	\$ 182.00	Not Eligible	Not Eligible	0%	\$ -	\$ 182.00
PMK 550	PoleVault Pole Mount	\$ 148.00	1	\$ 148.00	Racks and cabinets	Enclosure	100%	\$ 148.00	\$ -
UPB 25	Universal Projector	\$ 150.00	1	\$ 150.00	Not Eligible	Not Eligible	0%	\$ -	\$ 150.00
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-/3	Male to Male Micro VGA	\$ 42.00	1	\$ 42.00	Cabling / Connectors	Cable	100%	\$ 42.00	\$ -
Cable-Video 3'	RCA Male to Male Single	\$ 6.00	1	\$ 6.00	Cabling / Connectors	Cable	100%	\$ 6.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	1	\$ 20.00	Not Eligible	Not Eligible	0%	\$ -	\$ 20.00
Plenum Cat 5 50'	Plenum Category 5	\$ 16.00	3	\$ 48.00	Cabling / Connectors	Cable	100%	\$ 48.00	\$ -
Total MSRP				\$4,134.00					
Eligible MSRP				\$3,458.00					
Ineligible MSRP				\$676.00					
% Eligible				84%					
% Ineligible				16%					

PVS 300IP System Pricing - 80-300-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB D	PoleVault VGA Video	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
PCM 340	Projector Drop Ceiling	\$ 182.00	1	\$ 182.00	Not Eligible	Not Eligible	0%	\$ -	\$ 182.00
PMK 550	PoleVault Pole Mount	\$ 148.00	1	\$ 148.00	Racks and cabinets	Enclosure	100%	\$ 148.00	\$ -
UPB 25	Universal Projector	\$ 150.00	1	\$ 150.00	Not Eligible	Not Eligible	0%	\$ -	\$ 150.00
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-/3	Male to Male Micro VGA	\$ 42.00	1	\$ 42.00	Cabling / Connectors	Cable	100%	\$ 42.00	\$ -
Cable-Video 3'	RCA Male to Male Single	\$ 6.00	1	\$ 6.00	Cabling / Connectors	Cable	100%	\$ 6.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	1	\$ 20.00	Not Eligible	Not Eligible	0%	\$ -	\$ 20.00
Plenum Cat 5 50'	Plenum Category 5	\$ 16.00	5	\$ 80.00	Cabling / Connectors	Cable	100%	\$ 80.00	\$ -
Total MSRP				\$4,436.00					
Eligible MSRP				\$3,760.00					
Ineligible MSRP				\$676.00					
% Eligible				85%					
% Ineligible				15%					

PVS 400IP System Pricing - 80-400-03

Model	Description	MSRP	QTY	Ext. MSRP	ESL Function	Sub-Category	% Eligible	Ext. Eligible MSRP	Ext. Ineligible MSRP
PVS 305SA	PoleVault Switcher	\$ 1,190.00	1	\$ 1,190.00	Video Components	Master Control Unit	100%	\$ 1,190.00	\$ -
PVT CV D	PoleVault Composite	\$ 270.00	2	\$ 540.00	Video Components	Enhanced Multimedia Interface	100%	\$ 540.00	\$ -
PVT RGB D	PoleVault VGA Video	\$ 270.00	1	\$ 270.00	Video Components	Enhanced Multimedia Interface	100%	\$ 270.00	\$ -
PVT RGB IP D Plus	PoleVault VGA Video	\$ 614.00	1	\$ 614.00	Video Components	Enhanced Multimedia Interface	100%	\$ 614.00	\$ -
MLC 104 IP Plus	MediaLink® Controller	\$ 1,090.00	1	\$ 1,090.00	Video Components	Video Control Unit	100%	\$ 1,090.00	\$ -
PCM 340	Projector Drop Ceiling	\$ 182.00	1	\$ 182.00	Not Eligible	Not Eligible	0%	\$ -	\$ 182.00
PMK 550	PoleVault Pole Mount	\$ 148.00	1	\$ 148.00	Racks and cabinets	Enclosure	100%	\$ 148.00	\$ -
UPB 25	Universal Projector	\$ 150.00	1	\$ 150.00	Not Eligible	Not Eligible	0%	\$ -	\$ 150.00
FF 120	Flat Field™ Speaker	\$ 240.00	1	\$ 240.00	Not Eligible	Not Eligible	0%	\$ -	\$ 240.00
MLC IR/RS-232	Pre-terminated	\$ 84.00	1	\$ 84.00	Not Eligible	Not Eligible	0%	\$ -	\$ 84.00
MLC PW/RS-232-VC	MLC Power, Communicati	\$ 50.00	1	\$ 50.00	Cabling / Connectors	Cable	100%	\$ 50.00	\$ -
MVGA M-M-/3	Male to Male Micro VGA	\$ 42.00	1	\$ 42.00	Cabling / Connectors	Cable	100%	\$ 42.00	\$ -
Cable-Video 3'	RCA Male to Male Single	\$ 6.00	1	\$ 6.00	Cabling / Connectors	Cable	100%	\$ 6.00	\$ -
Cable-SPK 18 35'	Pre-cut Speaker	\$ 20.00	1	\$ 20.00	Not Eligible	Not Eligible	0%	\$ -	\$ 20.00
Plenum Cat 5 50'	Plenum Category 5	\$ 16.00	6	\$ 96.00	Cabling / Connectors	Cable	100%	\$ 96.00	\$ -
Total MSRP				\$4,722.00					
Eligible MSRP				\$4,046.00					
Ineligible MSRP				\$676.00					
% Eligible				86%					
% Ineligible				14%					